Synergy

The Key to a Secure Environment

The Company

- Edwards Systems Technology, (EST) is a world leader in commercial and industrial life safety solutions
- Edwards was founded in 1872
  - We started by creating alarm bells and manual stations
  - Now, we produce the most sophisticated fire alarm systems in the industry

- We're a business unit of the SPX Corporation - a multi-billion dollar company

- EST systems are provided in virtually all of the Fortune 500 companies, worldwide

The Company

- **EST has five primary offices**
  - **Cheshire, Connecticut – Corporate Headquarters**
  - **Sarasota, Florida – US Sales, Engineering**
  - **Pittsfield, Maine - Manufacturing**
  - **Owen Sound, Ontario, Canada – Canadian Headquarters**
  - **Mississauga (Toronto) Canada – International Headquarters**

The Company

- **US - Distributors, OEM's, Direct Service, Electrical Wholesale, Security Dealers**

- **Canada - Direct Sales, Direct Service, Electrical Wholesale, Security Dealers**

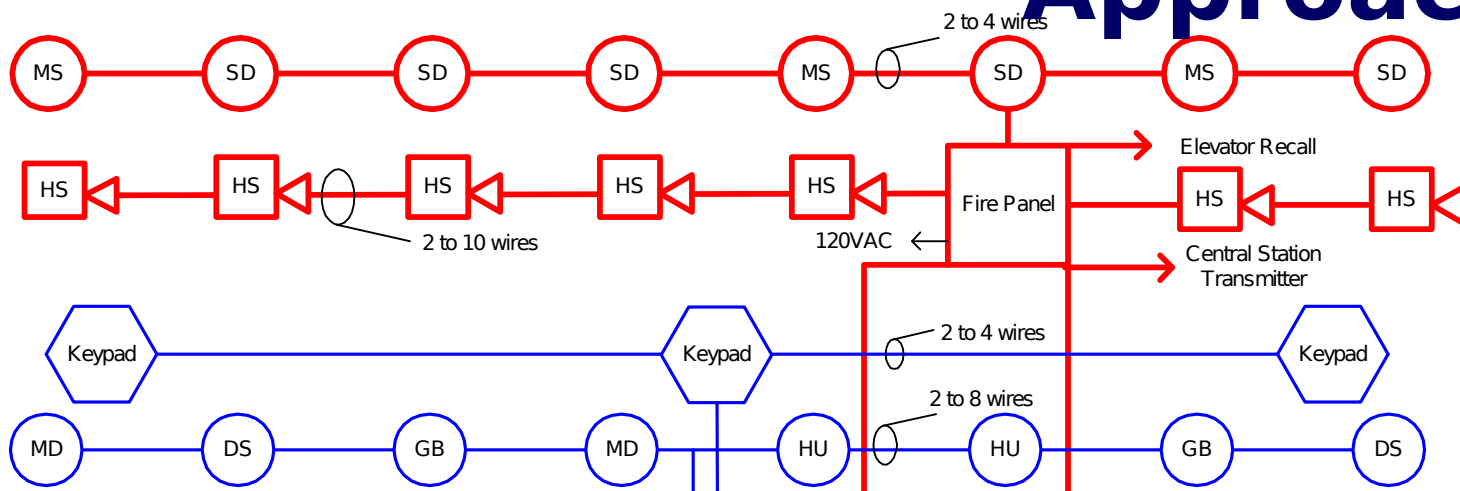- **International - Distributors, OEM's**
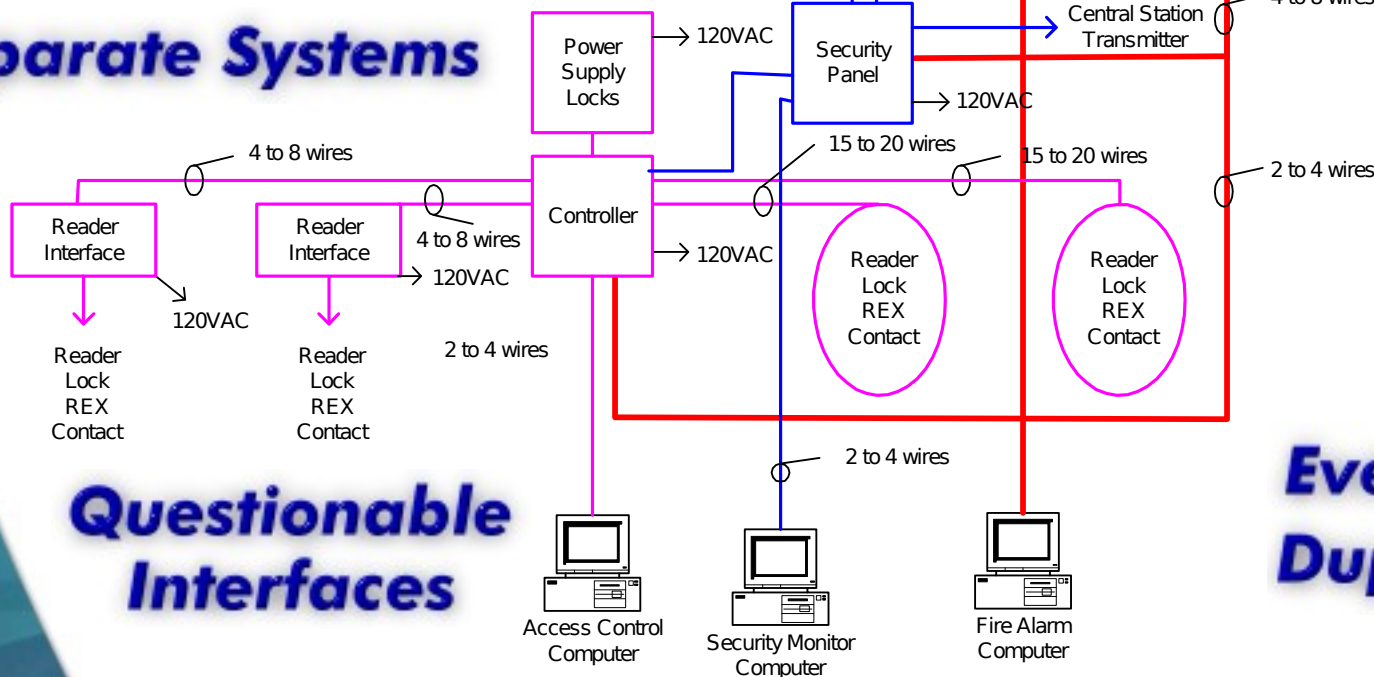
Integration – What is it?

- **Dictionary Definition – to form, coordinate, or blend into a functioning or unified whole**

- **Industry Definition – Subjective to each manufacturer**

- **EST's Definition**

Integration ... Industry Approach

MS — SD — SD — SD — MS — SD — MS — SD

2 to 4 wires

HS ◀ HS ◀ HS ◀ HS ◀ HS ◀ Fire Panel ◀ HS ◀ HS

2 to 10 wires

Elevator Recall

120VAC

Central Station Transmitter

Keypad — Keypad — Keypad

2 to 4 wires

MD — DS — GB — MD — HU — HU — GB — DS

2 to 8 wires

Separate Systems

Power Supply Locks → 120VAC

Security Panel

Central Station Transmitter

4 to 8 wires

→ 120VAC

4 to 8 wires

Reader Interface

Reader Interface

4 to 8 wires

Controller

→ 120VAC

15 to 20 wires

15 to 20 wires

2 to 4 wires

120VAC

Reader Lock REX Contact

Reader Lock REX Contact

120VAC

Reader Lock REX Contact

Reader Lock REX Contact

2 to 4 wires

Questionable Interfaces

2 to 4 wires

Access Control Computer

Security Monitor Computer

Fire Alarm Computer

Everything Duplicated

Integration ... Industry Approach
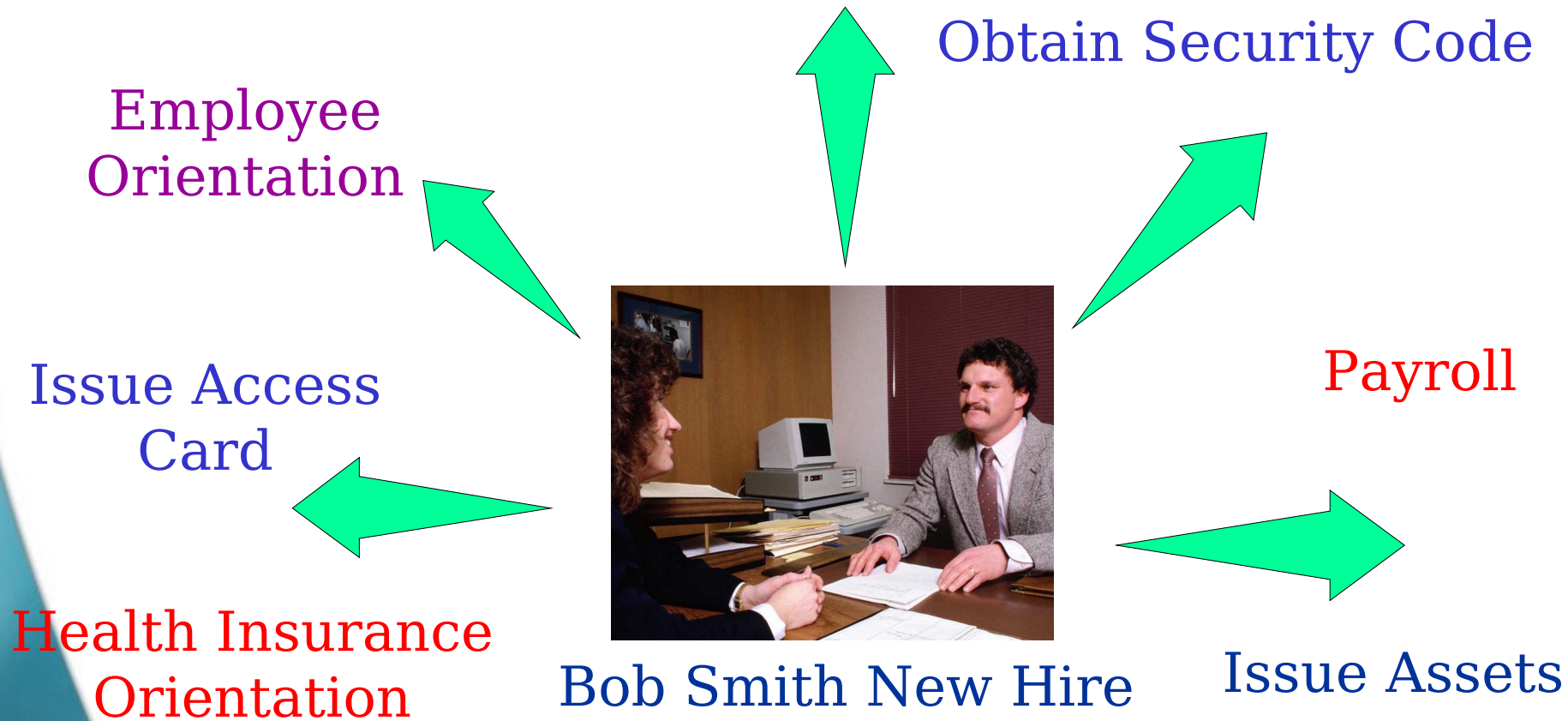
Did the doors unlock during the fire?

Did the elevators return to the correct floors?

- **Mostly relay interfaces ... No integrity checks**

Integration … Industry Approach

- **Duplicate functions like data entry, management reports, scheduling, etc.**

Obtain Security Code

Employee Orientation

Issue Access Card

Payroll

Health Insurance Orientation

Bob Smith New Hire
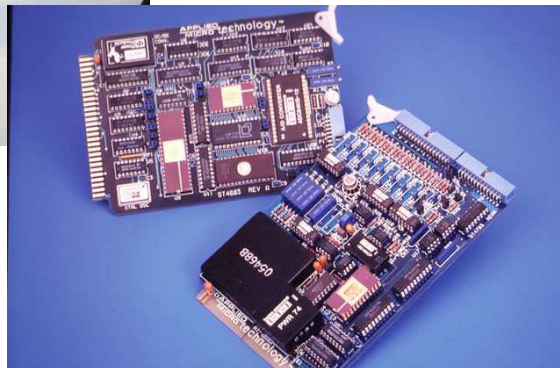
Issue Assets

Integration ... Industry Approach

- **Higher installation and maintenance costs**
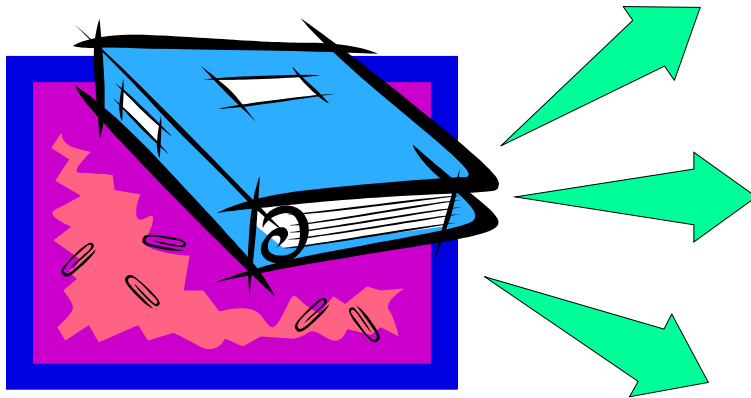
➜ **More Equipment to Maintain**

➜ **More Equipment to Install**

➜ **Duplicate Spare equipment like power supplies, batteries**

Integration … Industry Approach

- **What is promised is rarely delivered**

Sales Proposal

Two-way Interface ???

Single Data Entry ???

Less Cost ???

Operates as designed ???

Little Management ???

Integration ... Industry Approach

- **No bridging standards between the different systems**
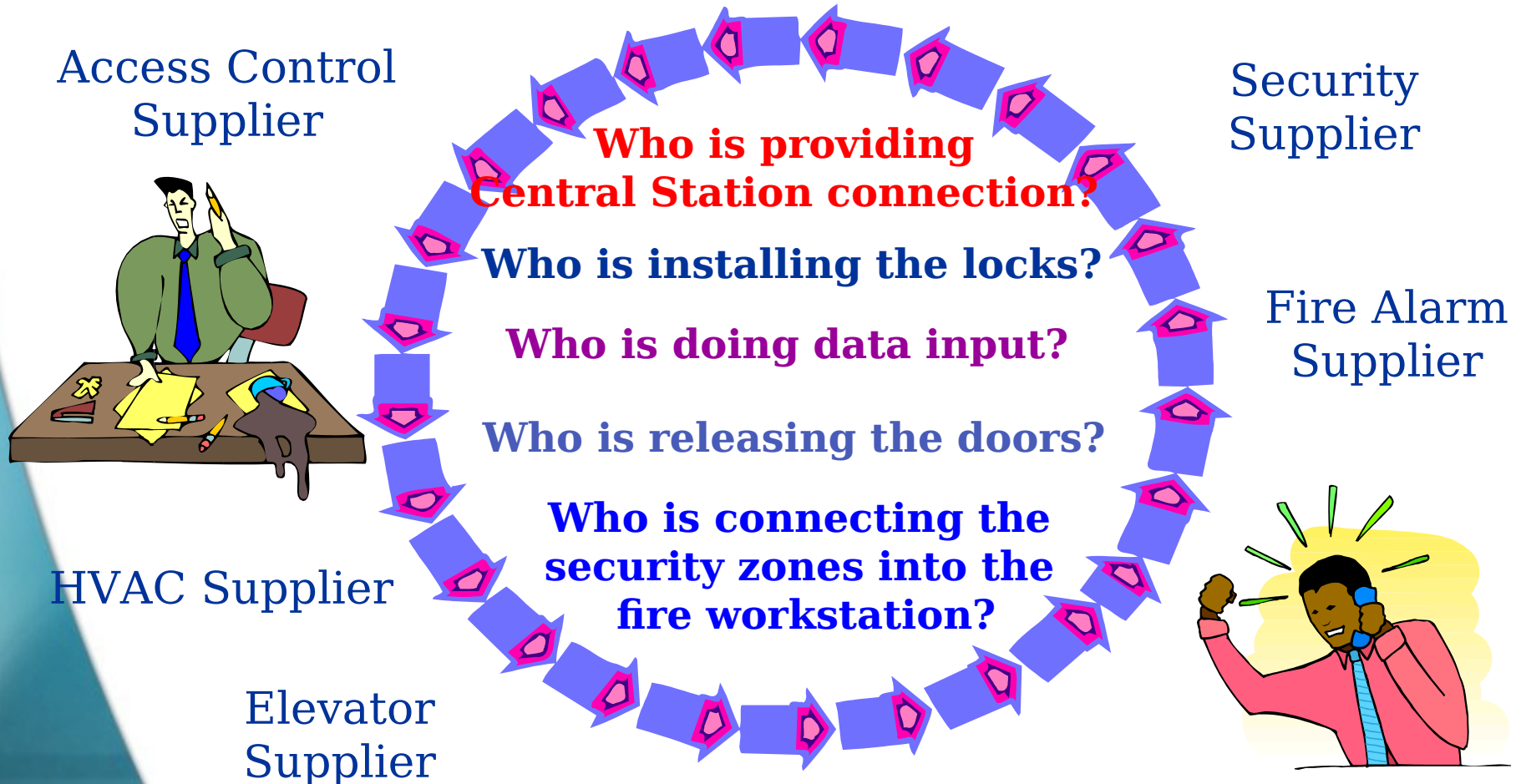
UL 1076
Security

UL 639   UL 609

UL

UL 864
Fire Alarm

UL294
Access Control

Integration ... Industry Approach

- **No cooperation between service providers**

Access Control Supplier

Security Supplier

Fire Alarm Supplier

HVAC Supplier

Elevator Supplier

Who is providing Central Station connection?

Who is installing the locks?

Who is doing data input?

Who is releasing the doors?

Who is connecting the security zones into the fire workstation?

EST's Definition

Enabling the inherent features of the EST3 platform by capturing the Synergy between fire alarm, access control and security systems.

Access Control

Central Station Monitoring **Fireworks GUI Workstation**

CCTV Controller

3-Modcom

3-SAC

KPDISP

CRC

KPDISP

Class A – Supports 30 Devices
Class B – Supports 62 Devices

Optional Class A Wiring

3-SDDC

SIGA-SEC2

SIGA-IPHS

SIGA-MD

SIGA-IPHS

Why is EST's Approach better

- **A fire alarm company with imbedded higher standards for life safety**

- **All interactions between services are designed to be integrated enabling all services to meet the highest industry standards - UL 864 and NFPA.**

- **Instill confidence that all system services will operate as one, prioritizing what is most critical**

- **From the beginning the system was designed for multiple services**

Synergy Delivers . . . .

Reduced Overall Costs

- **Less cable and wire**
    - **Uses existing data circuits**
    - **T-Tap off existing circuits**

CUT COSTS

- **Reduce number of boxes to mount**

- **Reduce equipment for interfaces like elevator rec and emergency door unlock**

- **Less training required**

- **Use existing dormant services like fire alarm for backbone infrastructure**

...Improved System Provider Expertise

- Less equipment to train and maintain expertise on
- Familiar with higher codes and standards assuring
- Assures installers and service personnel are properly
- Professional installations
- Program is protected and maintained by one
- Trained in sophisticated complex systems
- organization instead of several
- Choice of system providers ensures quality, excellent service and competitive pricing

Synergy Delivers . . .

Higher Standards

Does your integrated system components have:

UL1076 Proprietary Burglar
Alarm Units and Systems

UL1635 Digital Alarm
Communicator System Units

UL636 Holdup Alarm Units and Systems

UL294 Access Control
System Units

UL365 Police Station Connect

UL864 Control Units for Fire
Protective Signaling Systems

UL609 Local Burglary Alarm
Units and Systems

UL1610 Central Station
Burglar Alarm Units

UL639 Intrusion Detection Units

Synergy Delivers . . .
Services that work as one

- Utilize fire alarm speakers for security or paging requirements

  - Software driven functions like elevator recall and emergency unlocking of doors are integral
  - Reports for ANY activity can be retrieved from one system
  - Parts and pieces operate as one but operational functions can be separated if desired
  - Combine operation functions such as data entry by using advanced Synergy administration tools.

Security Alarms

Fire Alarms

Monitoring Workstation

Monitoring Workstation
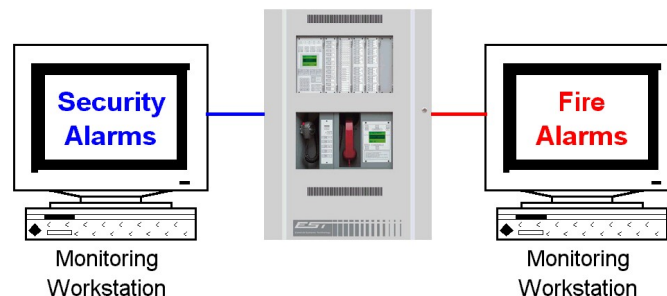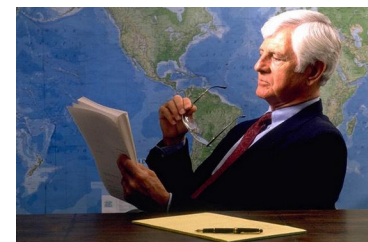
Synergy Delivers . . .

AHJ acceptance

- UL 864 is familiar and recognized by the AHJ
- Approving combination systems will no longer compromise what is most important, Life Safety and Fire Alarm services

- If the AHJ requires the separation of services (Security & Fire), Synergy cost saving benefits will remain while the AHJ requirements are met

- Elevate the standards to measure competitive offerings

Ask Yourself These Questions...

How can I be sure that a change made to software or hardware does not effect my integrated system, if all the equipment is not listed with the same UL approvals, by the same manufacturer?

EST has the Answer

Synergy enabled™

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EST's Promise

- Continue to provide leading technology solutions to solve your problems

- Provide competitive products and solutions through professional service providers

- Listen, evaluate and respond to our most valued asset, you our customers

Strategic Partner

To Our Valued Customers

Thank you !

From the entire EST team

For your time and participation